

## Message Text

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PAGE 01 STATE 060696

73

ORIGIN COME-00

INFO OCT-01 NEA-09 ISO-00 EB-07 /017 R

DRAFTED BY COM/BIC/OED/MEPD/WHAIMES/CF

APPROVED BY EB/OCA/REP/BEBYRON

COM/BIC/OED/MEPD/CATKINS

COM/BIC/OED/MEPD/JMSANDS, DIR.

COM/BIC/OIM (INFO)

NEA/PAB/MGJONES

----- 108413

P 182105Z MAR 75

FM SECSTATE WASHDC

TO AMCONSUL KARACHI PRIORITY

INFO AMEMBASSY ISLAMABAD PRIORITY

UNCLAS STATE 060696

E.O. 11652: N/A

TAGS: BEXP, PK

SUBJECT: CHEMTEX PROPOSAL FOR POLYESTER PLANT

REF: (A) STATE 058102 (B) KARACHI 0418

1. AS RESULT OF URGENCY OF CONSUL'S CABLE (REF B) AND FOLLOWUP DISCUSSIONS WITH MEPD, CHEMTEX HAS DECIDED TO DISPATCH TEAM TO KARACHI TO HAND-CARRY REVISED PROPOSAL. COMPANY HAS ALREADY CONFIRMED MEETING WITH FCCC ON MARCH 20. MESSRS. COLE, DAVIS AND TONNIES ARRIVING TODAY AND TOMORROW, AND WILL BE STAYING AT BEACH LUXURY HOTEL. THEY PLAN VISIT CONSUL ON MARCH 19 TO DISCUSS THEIR REVISED PROPOSAL AND POINTS RAISED REF A.

2. COMPANY HAS WORKED OUT DETAILED PROPOSAL USING DUPONT TECHNOLOGY, AND HAS ALSO ADDED SUCH OPTIONS AS LONG-TERM TECHNICAL ASSISTANCE. MR. TONNIES IS IN CHARGE OF PROPOSAL PREPARATION AND THEREFORE WILL BE ABLE TO MAKE ON-THE-SPOT ADDITIONS OR CHANGES AS NECESSARY.

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3. WE CONSIDER THIS PROJECT TO BE OF PARTICULAR IMPORTANCE, IN VIEW OF CONSUL'S SIGNIFICANT ROLE IN ASSISTING CHEMTEX, AND ALSO BECAUSE PROJECT TO BE

FINANCED WITH ARAB CAPITAL. AS MENTIONED PARA 6 REF A, WE HAVE DISCUSSED WITH CHEMTEX NEED FOR OFFICIAL USG EXPRESSION OF INTEREST TO PAKISTANI GOVERNMENT IN SUPPORT OF CHEMTEX BID. SINCE IT IS MANDATORY THAT CHEMTEX BE SHORT-LISTED, SUGGEST CONSUL MAKE REPRESENTATION AT APPROPRIATE LEVEL DURING OR SHORTLY AFTER VISIT OF CHEMTEX TEAM, AND THAT THIS SUBJECT BE DISCUSSED WITH CHEMTEX REPRESENTATIVES IN ORDER TO ASSURE MOST ADVANTAGEOUS TIMING.  
INGERSOLL

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## Message Attributes

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**Reference:** 75 STATE 058102, 75 KARACHI 0418  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** hartledg  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 18 JUN 2003  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <18 JUN 2003 by SilvaL0>; APPROVED <23 FEB 2004 by hartledg>  
**Review Markings:**

Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
05 JUL 2006

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
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**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006